

October 10, 1994

Dear Colleague:

Enclosed is the Outsourcing Awards Database for the third quarter of 1994. The information was obtained from public information and a copy was sent to the appropriate vendors for verification. The database is divided into two sections: the first is a list by year of the major contracts, the second is list of the most recent outsourcing awards with an indication of the scope of the contract. The database is enclosed in hard copy and electronic formats. The electronic format is Microsoft Excel 4.0. There are two Excel spreadsheets on the enclosed disk: the general database (CONDB_Q3) and the contract scope spreadsheet (CONSC_Q3). You will be receiving a new version of the database at the end of each quarter. INPUT views the Outsourcing Awards Database as a living entity that is constantly changing with the events of the outsourcing market. We welcome your comments and suggestions on the database, as well as any other aspect of INPUT's Outsourcing program.

Sincerely,

A handwritten signature in dark ink, appearing to read "I. Steven Kerns", with a stylized, flowing script.

I. Steven Kerns
Manager, Outsourcing Information Systems Program

OSAA

OUTSOURCING CONTRACTS

INDUSTRY	CUSTOMER	VENDOR	VALUE (\$M)	YEAR	LENGTH
RETAIL	SOUTHLAND CORP.	ACS	130.00	94	10
TELECOM	NYNEX	ACS	16.00	94	3
TRANSPORTATION	THE HARPER GROUP	ACS	15.00	94	7
PROCESS MFG	POPE & TALBOT	ACS	6.00	94	5
FINANCE	CAPITAL BANK	ADVANTIS	0.75	94	NA
UTILITIES	FLORIDA POWER	ANDERSEN CONSULTING	35.00	94	5
RETAIL	FILENE'S BASEMENT	ANDERSEN CONSULTING	10.00	94	5
FOREIGN	CSB INSURANCE	ANDERSEN CONSULTING	3.50	94	3
FOREIGN	O GLOBO	ANDERSEN CONSULTING	2.50	94	2
Services	Sky Chefs	ANDERSEN CONSULTING	9.90	94	3
FINANCE	CHASE MANHATTAN BANK	AT&T (AMS)	NA	94	NA
TRANSPORTATION	DELTA AIRLINES	ATT-GIS	2,800.00	94	10
Discrete Mfg	AMFUEL	CSC	NA	94	5
Discrete Mfg	Ford Europe	CSC	NA	94	5
FOREIGN	FORD EUROPE PARTS & SERVICE OPS	CSC	NA	94	5
FEDERAL	FEMA - WYO	CSC	48.60	94	4
MEDICAL	American Medical Response	CSC	55.00	94	7
FEDERAL	U.S. Navy Command & Control Ocean Surv.	CSC	38.60	94	5
FEDERAL	U.S. Navy Command & Control Ocean Surv.	CSC	13.00	94	5
DISCRETE MFG	GE AIRCRAFT ENGINES	DEC	NA	94	NA
DISCRETE MFG	HUGHES SPACE & COMMUNICATIONS	EDS	NA	94	5
DISCRETE MFG	PYRAMID	EDS	NA	94	10
DISCRETE MFG	TANDEM COMPUTER	EDS	NA	94	10
FOREIGN	FRESENIUS	EDS	NA	94	3
FOREIGN	VER. SCHMIEDERWERKE	EDS	NA	94	10
Retail	London Fog	EDS	NA	94	NA
STATE/LOCAL	MICH DEPT NATURAL RESOURCES	EDS	NA	94	5
DISCRETE MFG	Xerox	EDS	3,200.00	94	10
TRANSPORTATION	UStTravel	EDS	800.00	94	10
PROCESS MFG	MOORE BUSINESS FORMS	EDS	700.00	94	10
FOREIGN	SOUTH AUSTRALIA GOVT	EDS	600.00	94	9
FINANCE	AMEX	EDS	350.00	94	10
SERVICES	WORLD CUP USA	EDS	6.00	94	NA
STATE/LOCAL	NY STATE DEPT OF TAXATION	FLEET FINANCIAL	197.00	94	10
INSURANCE	ROYAL INSURANCE OF CHARLOTTE	GENIX	NA	94	NA
SERVICES	COMSHARE	GENIX	3.00	94	3

OUTSOURCING CONTRACTS

INDUSTRY	CUSTOMER	VENDOR	VALUE (\$M)	YEAR	LENGTH
DISCRETE MFG	LSI LOGIC	I-NET	NA	94	5
UTILITIES	TEXAS UTILITIES	IBM (ISSC)	NA	94	5
TRANSPORTATION	Amtrak	IBM (ISSC)	500.00	94	10
FOREIGN	CIBC/WOOD GUNDY	SHL SYSTEMHOUSE	NA	94	5
FOREIGN	ALBERTA MUNICIPAL AFFAIRS	SHL SYSTEMHOUSE	37.00	94	7
FOREIGN	GREYHOUND OF CANADA	SHL SYSTEMHOUSE	27.00	94	5
DISCRETE MFG	ADOBEAIR	SMS	NA	94	5
FINANCE	Western Farm Credit	SYSTEMATICS	NA	94	5
RETAIL	DAIRY MART	UNISYS	NA	94	5
	DELTA AIRLINES	WORLDSPAN	40.00	94	1
FINANCE	SECURITY FEDERAL SAVINGS AND LOAN	ACS	NA	93	NA
MEDICAL	CASEMARK	ACS	88.00	93	10
WHOLESALE	GOLD COAST BEVERAGE	ACS	4.60	93	7
INSURANCE	PRUDENTIAL DIRECT	ACXIOM	12.00	93	2
FINANCE	FIRST NATIONAL BANK, INC	ADVANTIS	22.00	93	3
FINANCE	FIRST INTERSTATE BANK	ADVANTIS	10.00	93	3
DISCRETE MFG	FORD NEW HOLLAND INC	ADVANTIS	8.00	93	3
FOREIGN	CANADIAN AIRLINES	AMR	2,000.00	93	20
STATE/LOCAL	STATE OF TEXAS	ANDERSEN CONSULTING	NA	93	NA
TRANSPORTATION	PRA SOLUTIONS	ANDERSEN CONSULTING	125.00	93	5
PROCESS MFG	FMI	ANDERSEN CONSULTING	25.00	93	5
DISCRETE MFG	Apple	ANDERSEN CONSULTING	3.50	93	1
TRANSPORTATION	YELLOW FREIGHT	ANDERSEN CONSULTING	1.50	93	3
FINANCE	SCOR	ANDERSEN CONSULTING	1.00	93	3
INSURANCE	METROPOLITAN LIFE INSURANCE	AT&T	115.00	93	4
RETAIL	SOUTHLAND CORP.	AT&T ACCUMASTER MGMT S	5.00	93	5
FOREIGN	WORLDSPAN TRAVEL INFORMATION SERVICES	AT&T ISTEEL	50.00	93	NA
SERVICES	DIALOG INFORMATION SERVICES	BT NORTH AMERICA	17.50	93	NA
PROCESS MFG	TOTAL PETROLEUM	CAP GEMINI AMERICA	6.00	93	5
FEDERAL	DEPARTMENT OF TRANSPORTATION	CBIS	41.00	93	5
SERVICES	ADVERTISING CHECKING BUREAU INC.	COMPUSOURCE	NA	93	NA
Insurance	Aust. Mut. Prov. Soc.(AMP)	CSC	NA	93	10
FOREIGN	British Aerospace	CSC	1,500.00	93	10
FOREIGN	Bhs	CSC	200.00	93	11
SERVICE	RAET	CSC	90.00	93	5

OUTSOURCING CONTRACTS

INDUSTRY	CUSTOMER	VENDOR	VALUE (\$M)	YEAR	LENGTH
Discrete Mfg	Sun Micro Systems	CSC	27.00	93	3
FEDERAL	NASA LANGLEY	CSC	200.00	93	8
FEDERAL	DEPARTMENT OF LABOR	CSC	50.00	93	4
UTILITIES	UNITED ILLUMINATING COMPANY	CSC	26.70	93	10
FOREIGN	TRANSALTA UTILITIES (ALBERTA, CANADA)	DEC	150.00	93	5
STATE/LOCAL	NEW YORK CITY DEPARTMENT OF TRANSPORTATION	EDS	NA	93	NA
DISCRETE MFG	FRIGIDAIRE	EDS	NA	93	10
FOREIGN	BRITISH PETROLEUM EXPLORATION (BPX)	EDS	NA	93	NA
FOREIGN	COMPAGNIE GENERALE MARITIME SA (CGM)	EDS	NA	93	NA
FOREIGN	GRUPO SANTANDER (MADRID, SPAIN)	EDS	NA	93	NA
FOREIGN	NATIONAL RUBER CO	EDS	NA	93	NA
FOREIGN	Time Life U.K.	EDS	NA	93	NA
Health Care	Blue Cross & Blue Shield of MD	EDS	NA	93	NA
PROCESS MFG	PRESIDENTS BAKING	EDS	NA	93	5
Retail	Southland Corp	EDS	NA	93	10
FOREIGN	UK Inland Revenue	EDS	1,500.00	93	10
FOREIGN	Kooperative Forbundet (KF Group)	EDS	1,100.00	93	10
SERVICES	Nielsen Information Services	EDS	400.00	93	10
TRANSPORTATION	BULK MATERIALS INC (BMI)	EDS	NA	93	NA
DISCRETE MFG	BETHLEHEM STEEL	EDS	500.00	93	10
FOREIGN	GRUPO SANTANDER (SPAIN)	EDS	100.00	93	10
FINANCE	REPUBLIC NATIONAL BANK OF NEW YORK	EDS	22.00	93	NA
INSURANCE	BLUE CROSS/BLUE SHIELD OF MARYLAND	EDS	12.00	93	10
STATE/LOCAL	FLORIDA, STATE OF	EDS	8.00	93	NA
FINANCE	NEVADA CREDIT UNION	EDS	2.00	93	NA
DISCRETE MFG	LIBBEY-OWENS FORD	GENIX	NA	93	3
DISCRETE MFG	UNITED TECHNOLOGIES AUTOMOTIVE	GENIX	14.00	93	NA
DISCRETE MFG	AM GENERAL DEVISION OF LTV CORP	GENIX	30.00	93	3
DISCRETE MFG	UTA	GENIX	14.50	93	5
DISCRETE MFG	The TRANE Company	GENIX	14.00	93	3
PROCESS MFG	BORDEN INC	GENIX	12.00	93	5
PROCESS MFG	COPPERWELD CORP	GENIX	8.00	93	5
DISCRETE MFG	NEW YORK DAILY NEWS	GENIX	6.20	93	5
DISCRETE MFG	ARMCO ADVANCED MATERIALS CO	GENIX	5.00	93	5
EDUCATION	COMMUNITY COLLEGE OF PHILADELPHIA	GENIX	4.00	93	6
MEDICAL	EL CAMINO HOSPITAL	IBM (ISSC)	NA	93	NA

OUTSOURCING CONTRACTS

INDUSTRY	CUSTOMER	VENDOR	VALUE (\$M)	YEAR	LENGTH
Discrete MFG	MCDONNELL DOUGLAS	IBM (ISSC)	3,000.00	93	10
SERVICES	EQUIFAX	IBM (ISSC)	650.00	93	10
TRANSPORTATION	Southern Pacific RR	IBM (ISSC)	415.00	93	10
RETAIL	JACK ECKERD CORP	IBM (ISSC)	320.00	93	10
RETAIL	THRIFTY DRUG	IBM (ISSC)	100.00	93	10
SERVICES	HERTZ CORP	IBM (ISSC)	80.00	93	NA
MEDICAL	KAISER PERMANENTE (OAKLAND, CA)	IBM (ISSC)	70.00	93	NA
RETAIL	HOOK SUPERX	IBM (ISSC)	70.00	93	NA
PROCESS MFG	ARMCO STEEL CORP	IBM (ISSC)	18.00	93	10
FOREIGN	ALBERTA ENERGY COMPANY LTD	ISM INFORMATION MANAGE	8.00	93	NA
FOREIGN	SHELL CANADA	ISM INFORMATION SYSTEMS	NA	93	NA
FOREIGN	AGT	ISM INFORMATION SYSTEMS	200.00	93	5
RETAIL	BKDA (BURGER KING)	MARTIN MARIETTA	15.00	93	NA
WHOLESALE	J P FOOD SERVICE	MARTIN MARIETTA	15.00	93	NA
FINANCE	J.P. MORGAN	MCI	80.00	93	5
SERVICES	NASDAQ STOCK MARKET	MCI COMMUNICATIONS	150.00	93	6
RETAIL	SOUTHLAND CORP	MICRO SOLUTIONS	1.70	93	5
FOREIGN	BP CANADA INC (NOW TALISMAN ENERGY AS OF 1/1/93)	MINERVA TECHNOLOGY INC	7.00	93	5
FINANCE	BROAD NATIONAL BANK	NEWTREND	NA	93	7
INSURANCE	FARMERS INSURANCE GROUP	POLICY MANAGEMENT SYST	6.00	93	NA
SERVICES	THIRD PARTY CLAIMS MANAGEMENT/MILLENNIUM HEALTHCARE INC	POWER COMPUTING	2.50	93	3
FOREIGN	BRITISH PETROLEUM CO	SAIC	NA	93	NA
EDUCATION	FAIRFIELD UNIVERSITY	SCT	17.00	93	7
FOREIGN	BRITISH PETROLEUM CO	SEMA GROUP	NA	93	NA
FOREIGN	TRANSPORT CANADA	SHL SYSTEMHOUSE	NA	93	10
PROCESS MFG	ULTRAMAR CORPORATION	SHL SYSTEMHOUSE	NA	93	5
FOREIGN	CANADA POST CORP	SHL SYSTEMHOUSE	1,000.00	93	10
FOREIGN	ULTRAMAR	SHL SYSTEMHOUSE	75.00	93	5
DISCRETE MFG	PACKARD HUGHES INTERCONNECT	SOFTWARE MAINTENANCE S	1.80	93	3
FOREIGN	BRITISH PETROLEUM CO	SYNCORDIA	12.00	93	5
FINANCE	REPUBLIC NATIONAL BANK OF NEW YORK	SYSTEMATICS	NA	93	NA
TELECOM	GTE CORP	SYSTEMATICS	NA	93	10
TELECOM	GTE TELECOMMUNICATIONS PRODUCTS & SERVICES GROUP	SYSTEMATICS	NA	93	NA
INSURANCE	ALLIANZ LIFE INSURANCE CO OF NORTH AMERICA	THE CONTINUUM CO	25.00	93	10
FINANCE	PRUDENTIAL BANK	TOTAL SYSTEMS	35.00	93	5
DISCRETE MFG	HUNTSMAN PACKAGING	ACS	5.00	92	8

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OUTSOURCING CONTRACTS

INDUSTRY	CUSTOMER	VENDOR	VALUE (\$M)	YEAR	LENGTH
RETAIL	ASSOCIATED STATIONERS	ACS	84.00	92	10
TRANSPORTATION	GREYHOUND	ACS	40.00	92	10
TELECOM	TRANS NATIONAL COMMUNICATIONS	ACS	4.50	92	5
FINANCE	FIRST NATIONAL BANK OF TRENTON, TX	ACS	2.00	92	NA
FINANCE	THE COMMUNITY STATE BANK IN IOLA, TX	ACS	2.00	92	NA
FINANCE	NORTH DALLAS BANK & TRUST CO	ACS	2.00	92	5
FINANCE	AUSTIN MUNICIPAL FEDERAL CREDIT UNION, TX	ACS	1.00	92	NA
SERVICES	TRANS UNION OF CHICAGO	ACXIOM	200.00	92	10
RETAIL	SEARS TECHNOLOGY SVCS (STS)	ADVANTIS	NA	92	NA
SERVICES	BICC CABLES CORP	ADVANTIS	NA	92	5
SERVICES	ALASKA AIRLINES	AMR INFO SYSTEMS	5.00	92	10
DISCRETE MFG	SCHULLER INTL (FKA MANVILLE SALES)	ANDERSEN CONSULTING	16.50	92	3
MEDICAL	JOHN L. DOYNE HOSPITAL	ANDERSEN CONSULTING	14.00	91	4
PROCESS MFG	Revlon	ANDERSEN CONSULTING	9.50	92	3
FOREIGN	CISA	ANDERSEN CONSULTING	6.00	92	3
FOREIGN	SUNOCO	ANDERSEN CONSULTING	4.70	92	4
FOREIGN	STANCHEM	ANDERSEN CONSULTING	6.10	91	5
FOREIGN	VILLARES	ANDERSEN CONSULTING	4.50	91	3
FOREIGN	SIDERCA	ANDERSEN CONSULTING	2.10	91	3
UTILITIES	BC GAS	ANDERSEN CONSULTING	7.50	92	5
FINANCE	GREATER BETHLEHEM SAVINGS & LOAN	BISYS	2.00	92	NA
RETAIL	PITMAN-MOORE	BRITISH TELECOM	NA	92	NA
TELECOM	JP MORGAN & CO.	BRITISH TELECOM	20.00	92	5
DISCRETE MFG	GILLETTE CO.	BRITISH TELECOM	16.00	92	NA
PROCESS MFG	NJ, STATE OF - DEPT OF TREASURY	BULL HN INFO SYS	15.50	92	NA
FEDERAL	WALSON AIR FORCE HOSPITAL	CIS TECHNOLOGIES	NA	92	NA
PROCESS MFG	FREEMPORT MCMORAN	COMPUTERLAND	NA	92	5
FOREIGN	BRITISH HOME STORES	CSC	NA	92	NA
FOREIGN	AUSTRALIAN MUTUAL PROVIDENT SOCIETY, SYDNEY AUST	CSC	1,500.00	92	10
FEDERAL	ENVIRONMENTAL PROTECTION AGENCY	CSC	302.00	92	5
PROCESS MFG	WCI STEEL	CSC	64.00	92	10
FEDERAL	US DEPT OF STATE	CSC	48.00	92	5
FEDERAL	US DEPARTMENT OF EDUCATION	CSC	12.00	92	5
WHOLESALE	W ATLEE BURPEE & CO	CSC	1.80	92	5
FEDERAL	RESOLUTION TRUST CORP	CSC - LOGIC SUBSIDIARY	15.00	92	5
FOREIGN	OPTUS COMMUNICATIONS, AUSTRALIA	DEC	1,000.00	92	10

OUTSOURCING CONTRACTS

INDUSTRY	CUSTOMER	VENDOR	VALUE (\$M)	YEAR	LENGTH
SERVICES	AMC ENTERTAINMENT INC, KN CITY, MO	DEC	50.00	92	10
WHOLESALE	EARLE M JORGENSEN CO.	DEC	16.00	92	5
PROCESS MFG	IMPERIAL OIL, LTD	DEC - CANADA	8.00	92	NA
FOREIGN	COMPAGNIE GENERALE MARITIME-ASIA	DEC - SINGAPORE	NA	92	NA
FINANCE	CC-BANQUE - BELGIUM	EDS	NA	92	NA
FOREIGN	ATLAS COPCO AIRPOWER NV - BELGIUM	EDS	NA	92	NA
FOREIGN	BERTIN AND CIE - EUROPE	EDS	NA	92	NA
FOREIGN	BRITISH NUCLEAR FUELS LTD	EDS	NA	92	NA
FOREIGN	DISTRIBUIDORA BENEDETTI - VENEZUELLA	EDS	NA	92	NA
FOREIGN	GRUPO MAZON - MEXICO	EDS	NA	92	NA
FOREIGN	PILKINGTON PLC	EDS	NA	92	NA
FOREIGN	POLSKA TELEFONIA KOMORKONA	EDS	NA	92	NA
FOREIGN	SASSE SEGUROS - BRAZIL	EDS	NA	92	NA
INSURANCE	FREMONT PACIFIC INSURANCE GROUP	EDS	NA	92	10
TELECOM	LDOS COMMUNICATIONS	EDS	NA	92	NA
TELECOM	SINGAPORE CABLEVISION PTE,LTD	EDS	NA	92	NA
INSURANCE	B CROSS/B SHIELD - MASSACHUSETTS	EDS	800.00	92	10
FEDERAL	DOT/FAA	EDS	500.00	92	NA
FINANCE	HOUSEHOLD CREDIT SERVICES/GM	EDS	500.00	92	NA
FINANCE	FIRST FIDELITY BANCORP, NJ	EDS	450.00	92	10
STATE/LOCAL	CALIFORNIA MEDICAID PROGRAM	EDS	399.00	92	4
RETAIL	SMITH'S FOOD & DRUG CENTER	EDS	160.00	92	10
WHOLESALE	DEL MONTE FOODS	EDS	150.00	92	10
RETAIL	MONTGOMERY WARD & CO.	EDS	100.00	92	NA
FINANCE	BANC ONE - TEXAS	EDS	50.00	92	NA
UTILITIES	WASHINGTON WATER POWER	EDS	50.00	92	10
STATE/LOCAL	WI, STATE OF	EDS	40.00	92	NA
DISCRETE MFG	ANCHOR GLASS	EDS	30.00	92	NA
DISCRETE MFG	NORTHROP CORP	EDS	20.00	92	NA
RETAIL	BRUNO'S	EDS	20.00	92	10
DISCRETE MFG	MEMOREX TELEX CORP	EDS	12.00	92	NA
INSURANCE	FREMONT GENERAL CORP	EDS	10.00	92	10
PROCESS MFG	UNITED STATES BORAX AND CHEMICAL CORP	EDS	10.00	92	NA
SERVICES	UNITED INNS INC (DAYS INN)	EDS	10.00	92	10
SERVICES	EMERGENCY NETWORKS CORP	EDS	10.00	92	NA
MEDICAL	HEALTH MANAGEMENT ALTERNATIVES	EDS	8.00	92	NA

1550

OUTSOURCING CONTRACTS

INDUSTRY	CUSTOMER	VENDOR	VALUE (\$M)	YEAR	LENGTH
FINANCE	UNITED NEW MEXICO FINANCIAL CORP	EDS	5.00	92	NA
FINANCE	US CENTRAL CREDIT UNION - KS	EDS	5.00	92	NA
TELECOM	LENFEST GROUP - PA	EDS	5.00	92	NA
FINANCE	CREDIT UNIONS (FORENBORD FEDERAL, WEST PENN POWER AFFILIATED, & WO	FISERV	30.00	92	NA
OTHER	DOBBS HOUSES INC	FISERV	10.00	92	6
FINANCE	EASTMAN KODAK CREDIT CORP	GENERAL ELECTRIC	NA	92	NA
PROCESS MFG	MICHCON	GENIX	30.00	92	NA
MISC	SCRIPPS HOWARD	GENIX	15.00	92	NA
RETAIL	GANTOS	GENIX	11.00	92	NA
SERVICES	MASTER DATA CENTER, INC	GENIX	0.80	92	3
FOREIGN	ICI AGROCHEMICALS	HOSKYNS GROUP	10.00	92	3
FOREIGN	GRANADA GROUP PLC	HOSKYNS GROUP PLC	50.00	92	5
FOREIGN	BANK OF ENGLAND	HOSKYNS GROUP PLC	6.00	92	3
RETAIL	ZALE CORP.	IBM (ISSC)	200.00	92	10
STATE/LOCAL	CALIFORNIA, STATE OF - SOCIAL SVCS	IBM (ISSC)	80.00	92	NA
Insurance	BLUE CROSS/BLUE SHIELD NJ	IBM (ISSC)	52.00	92	5
TRANSPORTATION	WORLDSPAN	IBM (ISSC)	50.00	92	NA
FOREIGN	EQUIFAX EUROPE	IBM (ISSC)	35.00	92	5
RETAIL	UNITED RETAIL GROUP	IBM (ISSC)	25.00	92	NA
MEDICAL	HEALTH DIMENSIONS INC.	IBM (ISSC)	20.00	92	5
RETAIL	HARVEST FOODS	IBM (ISSC)	20.00	92	10
Process Mfg	FREEPORT MCMORAN	IBM (ISSC)	18.00	92	5
FOREIGN	CHASE MANHATTAN BANK - BRAZILIAN DATA CENTER	IBM - BRAZIL	NA	92	NA
FOREIGN	CONSUMERS GLASS (OF CONSUMER PACKAGING INC)	ISM INFORMATION MANAGE	34.00	92	10
STATE/LOCAL	WASHINGTON, CITY OF - PARKING TICKET PROCESSING	LOCKHEED-IMS	30.00	92	11
FINANCE	D&N BANK (S/O D&N FINANCIAL CORP)	M&I DATA SERVICES	6.00	92	NA
FINANCE	IBJ SCHRÖDER BANK & TRUST CO.	M&I DATA SERVICES	2.00	92	10
STATE/LOCAL	UTAH, STATE OF, DEPT OF EMPLOYMENT SECURITY	MARTIN MARIETTA	6.80	92	5
STATE/LOCAL	MINNESOTA, STATE OF	MCI	150.00	92	8
PROCESS MFG	NATIONAL STEEL CORP	MELLON BANK - FINANCIAL I	300.00	92	NA
PROCESS MFG	BP OIL CO.	MELLON BANK CORP	20.00	92	NA
	DXI INC	MELLON BANK CORP	10.00	92	NA
FINANCE	BANK OF OKLAHOMA	MELLON BANK CORP	5.00	92	NA
FINANCE	FIRST EASTERN BANK	MELLON BANK CORP	5.00	92	NA
FINANCE	BANK OF BALTIMORE	MELLON INFO SERVICES	5.00	92	5
FINANCE	FINANCIAL INFORMATION TRUST	NEWTREND	40.00	92	NA

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OUTSOURCING CONTRACTS

INDUSTRY	CUSTOMER	VENDOR	VALUE (\$M)	YEAR	LENGTH
FOREIGN	DAIKYAKU LIFE INSURANCE	NOMURA RESEARCH INSTIT	NA	92	5
FOREIGN	EAST MIDLANDS ELECTRICITY	PEROT SYSTEMS	650.00	92	12
FOREIGN	EUROPCAR	PEROT SYSTEMS	450.00	92	10
DISCRETE MFG	VOLKSWAGEN OF AMERICA	PEROT SYSTEMS	100.00	92	10
FINANCE	FIRST AMERICAN BANKSHARES	PEROT SYSTEMS CORP	400.00	92	10
FINANCE	NCNB CORP - DALLAS	PEROT SYSTEMS CORP	200.00	92	10
PROCESS MFG	CINCINNATI MILACRON	POWER COMPUTING	12.00	92	NA
PROCESS MFG	ORYX ENERGY COMPANY	POWER COMPUTING	6.00	92	3
STATE/LOCAL	PEORIA COUNTY, IL	SCT	16.00	92	7
EDUCATION	UNIDENTIFIED UNIVERSITY	SCT	13.00	92	5
EDUCATION	FLORIDA INSTITUTE OF TECH	SCT	8.00	92	7
EDUCATION	NORWICH UNIVERSITY - VT	SCT	8.00	92	5
FOREIGN	CENTRAL GUARANTY TRUST COMPANY (HALIFAX, NOVA SCOTIA)	SHL SYSTEMHOUSE	NA	92	NA
FOREIGN	IBM CANADA	SHL SYSTEMHOUSE	NA	92	NA
FOREIGN	MEXICAN FINANCE MINISTRY	SHL SYSTEMHOUSE	500.00	92	10
FOREIGN	PRO. NOVA SCOTIA/MTT	SHL SYSTEMHOUSE	100.00	92	7
FOREIGN	AMOCO PETROLEUM CO, CALGARY, ALBERTA	SHL SYSTEMHOUSE	90.00	92	5
FOREIGN	NOVA SCOTIA GOVERNMENT	SHL SYSTEMHOUSE	50.00	92	7
MEDICAL	IBAX HEALTHCARE SOL - NY	SHL SYSTEMHOUSE	40.00	92	7
OTHER	FLUOR DANIEL	SHL SYSTEMHOUSE	30.00	92	5
RETAIL	SAFEWAY	SHL SYSTEMHOUSE	12.00	92	NA
EDUCATION	NATIONAL EDUCATION CORP	SHL SYSTEMHOUSE	6.00	92	3
SERVICES	BROWNING-FERRIS INDUSTRIES	SHL SYSTEMHOUSE	6.00	92	5
STATE/LOCAL	CA, L.A., COUNTY SUPERIOR COURT	SHL SYSTEMHOUSE	6.00	92	NA
STATE/LOCAL	CA, L.A., COUNTY SUPERIOR COURT	SHL SYSTEMHOUSE	6.00	92	NA
TELECOM	MOTOROLA - CHICAGO	SHL SYSTEMHOUSE	6.00	92	NA
MEDICAL	MCGAW, INC	SHL SYSTEMHOUSE	4.00	92	3
STATE/LOCAL	CALIF. UNEMPLOYMENT INSURANCE APPLS BRD	SHL SYSTEMHOUSE	2.50	92	NA
FOREIGN	PETRO-CANADA, LTD	SHL SYSTEMHOUSE	2.00	92	NA
DISCRETE MFG	PLAYTEX APPAREL	SUNGARD COMPUTER SERV	17.00	92	5
FEDERAL	DEPARTMENT OF LABOR	SUNGARD COMPUTER SERV	12.00	92	5
FINANCE	SAN FRANCISCO HOME LOAN BANK	SYSTEMATICS	80.00	92	5
MEDICAL	BEVERLY ENTERPRISES	SYSTEMATICS	50.00	92	7
FINANCE	LIBERTY NATIONAL BANCORP	SYSTEMATICS	20.00	92	3
FINANCE	ANCHOR SAVINGS BANK FSB	SYSTEMATICS	8.00	92	6
FINANCE	NATIONSBANC	SYSTEMATICS	8.00	92	5

0514

OUTSOURCING CONTRACTS

INDUSTRY	CUSTOMER	VENDOR	VALUE (\$M)	YEAR	LENGTH
FINANCE	GUARANTY FED SAVINGS BANK	Systematics	4.00	92	5
FINANCE	TERRE HAUTE FIRST NATIONAL BANK	Systematics	3.00	92	NA
FEDERAL	MINISTRY OF FINANCE	SYSTEMATICS/GERVASSI CL	500.00	92	10
INSURANCE	FOUR INSURANCE CCS. (FINANCIAL HOLDING CORP)	THE CONTINUUM COMPANY	10.60	92	4
FINANCE	NATIONSBANK CORP	TOTAL SYSTEM SERVICES	NA	92	NA
STATE/LOCAL	NY, NY CITY HSNP/PRESERVATION/DEV	UKN	3.00	92	NA
FINANCE	CALIFORNIA REPUBLIC BANK	UNISYS	56.00	92	10
TRANSPORTATION	FORD MOTOR CO.	UNISYS	30.00	92	5
FOREIGN	FERRO AB OF SWEDEN	UNISYS	13.00	92	5
TRANSPORTATION	SUBARU OF AMERICA	UNISYS	7.00	92	7
PROCESS MFG	REXENE PRODUCTS CO.	UNISYS	6.00	92	2
TELECOM	CONTINENTAL BANK CORP	WILTEL COMM SYSTEMS	70.00	92	5
TRANSPORTATION	GE AEROSPACE	WILTEL COMM SYSTEMS	20.00	92	7
STATE/LOCAL	MARYLAND BENEFITS SYSTEM	ACS	25.00	91	5
STATE/LOCAL	LOS ANGELES - COUNTY OF	ACS	15.00	91	5
MEDICAL	TAKECARE CORP.	ACS	1.20	91	5
FEDERAL	US DEPT OF INTERIOR - MMS	AMS	54.00	91	NA
FINANCE	CONTINENTAL BANK CORP.	ANDERSEN CONSULTING	175.00	91	10
DISCRETE MFG	TIMKEN (BALL BERRINGS)	ANDERSEN CONSULTING	125.00	91	NA
FOREIGN	BP EXPLORATION - UK	ANDERSEN CONSULTING	100.00	91	NA
MEDICAL	Voluntary Hospital of America	Andersen Consulting	50.00	91	10
FEDERAL	DOT/FAA	AT&T	850.00	91	NA
DISCRETE MFG	GENERAL DYNAMICS	CSC	3,000.00	91	10
STATE/LOCAL	NY - STATE OF - MEDICAID	CSC	149.00	91	7
FEDERAL	US ENVIRONMENTAL PROTECTION AGENCY	CSC	30.00	91	NA
RETAIL	PEARLE VISION	CSC	20.00	91	NA
MEDICAL	EPIC HEALTHCARE GROUP	DATA GENERAL	10.00	91	5
TELECOM	ADVANCED TELECOMMUNICATIONS CORP	EDS	NA	91	7
DISCRETE MFG	GENERAL MOTORS	EDS	NA	91	5
FOREIGN	LEVER NEDERLAND BV	EDS	NA	91	3
FOREIGN	CREDIT LYONNAIS	EDS	NA	91	5
FOREIGN	LAGOVEN (PETROLEOS DE VENEZUELA)	EDS	NA	91	5
FOREIGN	TORONTO METRO	EDS	NA	91	5
FOREIGN	UNITED KINGDOM DEPT OF SOCIAL SECURITY	EDS	NA	91	5
FOREIGN	MIDLAND BANK PLC - UK	EDS	NA	91	7
FOREIGN	KLOECKNER-HUMBOLDT-DEUTZ	EDS	NA	91	NA

OUTSOURCING CONTRACTS

INDUSTRY	CUSTOMER	VENDOR	VALUE (\$M)	YEAR	LENGTH
TRANSPORTATION	CONTINENTAL AIRLINES HOLDING	EDS	2,100.00	91	10
SERVICES	NATIONAL CAR RENTAL	EDS	500.00	91	10
FINANCE	SIGNET BANK CORP.	EDS	300.00	91	10
SERVICES	HFS BRANDS (HOTEL CHAIN)	EDS	200.00	91	15
INSURANCE	BLUESHIELD OF CALIFORNIA	EDS	120.00	91	10
PROCESS MFG	NORTH AMERICAN PHILLIPS (SIGNETICS)	EDS	100.00	91	10
SERVICES	HOSPITALITY FRANCHISE SYSTEMS INC.	EDS	88.00	91	10
MEDICAL	GEORGIA - STATE OF - MEDICAID	EDS	77.90	91	5
FEDERAL	US DEFENSE COMMUNICATIONS AGENCY	EDS	55.00	91	NA
SERVICES	POSTAL BUDDY CORP	EDS	50.00	91	9
RETAIL	RJR-MACDONALD INC.	EDS	45.00	91	3
SERVICES	CAPITOL RECORDS-EMI MUSIC	EDS	35.00	91	3
PROCESS MFG	PPG	EDS	34.00	91	10
DISCRETE MFG	MEREDITH CORPORATION	EDS	25.00	91	8
FINANCE	ORANGE COUNTY FEDERAL CREDIT UNION	EDS	22.50	91	NA
INSURANCE	INDIANA - STATE OF - MEDICAID	EDS	20.00	91	4
FINANCE	BANK EL PASO	EDS	15.00	91	NA
FINANCE	MOTOROLA CREDIT UNION-WEST	EDS	15.00	91	NA
STATE/LOCAL	TEXAS COMPTROLLER'S OFFICE	EDS	15.00	91	6
FINANCE	RIVER FOREST BANCORP	EDS	13.00	91	5
FINANCE	TEXAS CREDIT UNION	EDS	12.00	91	8
FOREIGN	CHAUSSON (RENAULT/PEUGEOT)	EDS	10.00	91	NA
FINANCE	WASHINGTON STATE EMPLOYEES FEDERAL CREDIT UNION	EDS	8.00	91	NA
FINANCE	DENVER CREDIT UNION	EDS	6.00	91	5
SERVICES	MARINE SPILL RESPONSE CORP.	EDS	5.00	91	5
TELECOM	NEODATA SERVICES	EDS	5.00	91	10
FINANCE	DISTRICT GOVERNMENT EMPLOYEES CREDIT UNION	EDS	4.50	91	NA
STATE/LOCAL	MICHIGAN, DEPT OF SOC SVCS MEDICAL SVCS ADMIN	EDS	2.50	91	5
FINANCE	FEDERAL HOME LOAN BANK - MILWAUKEE, WI	FISERV	13.00	91	NA
FINANCE	COMMUNITY FEDERAL SAVINGS & LOAN	FISERVE	12.00	91	NA
PROCESS MFG	WHEELING-PITTSBURGH STEEL CORP.	GENIX	70.00	91	NA
SERVICES	COMPUTER TECHNOLOGY MANAGEMENT	GENIX	25.00	91	5
FINANCE	CAPITAL BANK	IBM (ISSC)	NA	91	5
FINANCE	First American National	IBM (ISSC)	NA	91	10
DISCRETE MFG	UNITED TECHNOLOGIES	IBM (ISSC)	1,000.00	91	10
FINANCE	FIRST BOSTON	IBM (ISSC)	900.00	91	7

0511

OUTSOURCING CONTRACTS

INDUSTRY	CUSTOMER	VENDOR	VALUE (\$M)	YEAR	LENGTH
FINANCE	CONTINENTAL BANK CORP	IBM (ISSC)	700.00	91	10
FINANCE	COMDATA	IBM (ISSC)	120.00	91	10
RETAIL	SUPERMARKETS GENERAL CORP.	IBM (ISSC)	75.00	91	NA
RETAIL	CULLUM COMPANIES INC.	IBM (ISSC)	60.00	91	NA
STATE/LOCAL	NEW YORK CITY TRANSIT AUTHORITY	IBM (ISSC)	50.00	91	NA
FINANCE	COMMERCE BANCSHARES- INC	IBM (ISSC)	25.00	91	10
FINANCE	SOUTHEAST BANKING CORP - MIAMI	IBM (ISSC)	25.00	91	10
FINANCE	CHASE MANHATTAN OF CT	IBM (ISSC)	22.00	91	5
TRANSPORTATION	MATSON NAVIGATION CO.	IBM (ISSC)	10.00	91	NA
UTILITIES	YANKEE GAS SERVICES CO.	IBM (ISSC)	5.00	91	NA
SERVICES	QUOTRON	LITTON	10.00	91	5
FEDERAL	Veterans Affairs	Lockheed Integrated Solutions	153.00	91	NA
STATE/LOCAL	NEW YORK, CITY OF - PARKING VIOLATIONS BUREAU	LOCKHEED-IMS	150.00	91	5
FEDERAL	US DEPT OF HOUSING & URBAN DEV	MARTIN MARIETTA	525.00	91	10
WHOLESALE	MONARCH FOODS	MARTIN MARIETTA	20.00	91	5
INSURANCE	ROBERT PLAN CORP.	PEROT SYSTEMS CORP	100.00	91	10
MEDICAL	EPIC HEALTHCARE GROUP	POWER COMPUTING	12.00	91	5
PROCESS MFG	APACHE CORP.	POWER COMPUTING	7.20	91	5
PROCESS MFG	OCEAN DRILLING & EXPLORATION CO	POWER COMPUTING	2.50	91	NA
DISCRETE MFG	BLACK & DECKER	PRC	20.00	91	5
EDUCATION	GEORGE WASHINGTON UNIV.	SCT	42.00	91	5
STATE/LOCAL	TX, DALLAS, COUNTY OF	SCT	35.00	91	7
EDUCATION	UNIVERSITY OF THE PACIFIC, CA	SCT	14.60	91	7
STATE/LOCAL	TOOELE COUNTY, UT	SCT	5.00	91	10
STATE/LOCAL	TOOELE COUNTY, UT	SCT	5.00	91	10
FEDERAL	US POSTAL SERVICE	SHL SYSTEMHOUSE	270.00	91	5
DISCRETE MFG	PNEUMO ABEX CORP.	SHL SYSTEMHOUSE	3.50	91	NA
FOREIGN	CANADIAN DEPT OF ENERGY, MINES & RESOURCES	STM SYSTEMS CORP	2.00	91	NA
FINANCE	FEDERAL HOME LOAN BANK OF SAN FRANCISCO	SYSTEMATICS	80.00	91	5
FINANCE	REPUBLIC BANK	SYSTEMATICS	16.00	91	NA
FINANCE	INTEGRA BANK	SYSTEMATICS	8.00	91	5
FINANCE	CALIFORNIA FEDERAL BANK	SYSTEMATICS	5.00	91	NA
FINANCE	CHITTENDEN BANK	SYSTEMATICS	1.00	91	5
TELECOM	U.S. LONG DISTANCE	ACS	5.50	90	6
PROCESS MFG	SUN REFINING & MARKETING CO.	ANDERSEN CONSULTING	154.00	90	10
FOREIGN	H. J. HEINZ CO. - UK	ANDERSEN CONSULTING	10.00	90	NA

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OUTSOURCING CONTRACTS

INDUSTRY	CUSTOMER	VENDOR	VALUE (\$M)	YEAR	LENGTH
PROCESS MFG	DIAL CORP - CONSUMER PRODUCTS GROUP	ANDERSEN CONSULTING	10.00	90	4
FOREIGN	MARSULEX	ANDERSEN CONSULTING	7.20	90	5
MEDICAL	Major Health Care	CSC Partners	20.00	90	NA
PROCESS MFG	ENRON CORP.	EDS	750.00	90	4
FINANCE	FIRST CITY BANCORP - HOUSTON, TX	EDS	600.00	90	10
FOREIGN	SAAB - STOCKHOLM	EDS	360.00	90	10
TELECOM	WESTERN UNION CORP.	EDS	250.00	90	10
DISCRETE MFG	CUMMINS ENGINE	EDS	90.00	90	10
SERVICES	ASK COMPUTER SYSTEMS	EDS	53.00	90	10
FOREIGN	SHELL BRASIL S.A.	EDS	50.00	90	4
FEDERAL	US SMALL BUSINESS ADMIN.	EDS	45.00	90	7
FINANCE	WESTWOOD EQUITIES CORP - LA, CA - TERMINATED	EDS	40.00	90	NA
FOREIGN	WHITEHALL INSURANCE HOLDING LTD	EDS	35.00	90	12
PROCESS MFG	WESTMORELAND COAL CO. - VALLEY FORGE, PA	EDS	35.00	90	10
INSURANCE	SECURITY MUTUAL LIFE OF NY	EDS	30.00	90	12
PROCESS MFG	HUNT ENERGY CORP.	EDS	28.00	90	5
FEDERAL	US DEPT OF COMMERCE - NOAA	EDS	26.40	90	5
PROCESS MFG	PERMAN CORP./PERMAN PARTNERS	EDS	20.00	90	10
PROCESS MFG	PLACID OIL CO.	EDS	20.00	90	5
SERVICES	HITACHI DATA SYSTEMS NORTH AMERICA	EDS	20.00	90	NA
STATE/LOCAL	TEXAS - STATE OF	EDS	20.00	90	NA
FINANCE	FEDERAL HOME LOAN BANK OF SEATTLE	EDS	8.00	90	5
SERVICES	LOEWS ANATOLE HOTEL, DALLAS, TX	EDS	4.50	90	10
FINANCE	LOS ANGELES COUNTY TEACHERS CREDIT UNION	EDS	4.00	90	NA
DISCRETE MFG	CAMI AUTOMOTIVE INC - TORONTO CANADA	EDS - CANADA	5.00	90	5
PROCESS MFG	CYPRUS MINERALS	EDS ENERGY DIVISION	16.00	90	10
DISCRETE MFG	DURACELL INC., BETHEL, CT	GENIX	11.00	90	5
PROCESS MFG	AMERICAN TOBACCO	GENIX	5.50	90	5
DISCRETE MFG	BAILEY CONTROLS - CLEVELAND	GENIX	4.00	90	NA
FINANCE	FIRST TENNESSE BANK	IBM (ISSC)	150.00	90	10
FINANCE	RIGGS NATIONAL BANK CORP.	IBM (ISSC)	150.00	90	10
FINANCE	BANK SOUTH CORP.	IBM (ISSC)	120.00	90	10
RETAIL	ADDIS & DEY - SYRACUSE, NY	LITTON	15.00	90	NA
RETAIL	BROOKS BROTHERS - NY	LITTON	12.00	90	NA
FINANCE	MERRILL LYNCH & CO	MCI	150.00	90	5
FINANCE	DOLLAR DRY DOCK BANK - WHITE PLAINS, NY	MELLON BANK CORP	30.00	90	6

440

OUTSOURCING CONTRACTS

INDUSTRY	CUSTOMER	VENDOR	VALUE (\$M)	YEAR	LENGTH
STATE/LOCAL	TN, State of	Motorola Comm Sys Div	55.00	90	NA
FINANCE	3 NEW JERSEY SAVINGS BANKS	NCR DATA CENTER	1.20	90	NA
FOREIGN	CANADIAN POST OFFICE - TORONTO	PC SERVICE PARTNERS	8.00	90	5
MEDICAL	AMERICAN MEDICAL INTL INC.	PEROT SYSTEMS CORP	100.00	90	5
Utilities	AMERICAN ULTRAMAR LTD - TERRYTOWN, NJ	POWER COMPUTING	15.00	90	NA
DISCRETE MFG	LOFFLAND BROTHERS	POWER COMPUTING	2.00	90	NA
STATE/LOCAL	MD, State of, Dept of H.R.	SHL SYSTEMHOUSE	20.70	90	NA
FEDERAL	US DEPT OF TREASURY	SHL SYSTEMHOUSE	13.90	90	5
RETAIL	WOODWARDS LIMITED	STM SYSTEMS CORP	9.00	90	5
FOREIGN	SUPPLY & SERVICES CANADA	STM SYSTEMS CORP	5.20	90	4
FOREIGN	SUPPLY & SERVICES CANADA	STM SYSTEMS CORP	3.50	90	5
FOREIGN	REGIONAL MUNICIPALITY OF PEEL	STM SYSTEMS CORP	1.70	90	NA
FOREIGN	TRANSPORT CANADA	STM SYSTEMS CORP	0.80	90	4
FINANCE	PRUDENTIAL BANK & TRUST - ATLANTA, GA	SYSTEMATICS	10.00	90	NA
FINANCE	FIRST LOS ANGELES BANK	SYSTEMATICS	7.00	90	5
FINANCE	BANK OF A LEVY	SYSTEMATICS	5.00	90	5
FINANCE	SAN FRANCISCO FEDERAL S&L	SYSTEMATICS	4.00	90	NA
FEDERAL	NASA - LARC	UNISYS (SMG)	20.00	90	5
FINANCE	BANK OF AMERICA	ACS	150.00	89	6
RETAIL	MORNINGSTAR GROUP	ACS	8.00	89	10
PROCESS MFG	MAXUS ENERGY CORP.	ANDERSEN CONSULTING	17.00	89	6
PROCESS MFG	Ashland Chemical	Andersen Consulting	10.50	89	NA
FEDERAL	DOT/FAA	AT&T	80.00	89	NA
DISCRETE MFG	General Dynamics	ATI	1.50	89	NA
FEDERAL	NASA, Ames Research Center	CSC	220.00	89	NA
PROCESS MFG	HEINZ USA	GENIX	10.00	89	7
TELECOM	Northern Telecom	Hewlett-Packard	12.00	89	NA
FINANCE	HIBERNIA NATIONAL BANK	IBM (ISSC)	150.00	89	9
INSURANCE	JACKSON NATIONAL LIFE INSURANCE CO.	EDS	200.00	86	10

05A4

OUTSOURCING CONTRACT SCOPE

CONTRACT	OUTSOURCE TYPE	PLATFORM	APPLICATION	NETWORK	DESKTOP	BUS OPS	VENDOR	SIZE (\$M)	LENGTH	INDUSTRY	COUNTRY	AWARD YR
Pope & Talbot	PLAT OPS	X					ACS	NA	NA	Proc Mfg	U.S.	94
G Globo	APPL OPS	X	X				Andersen	\$3	2	Proc Mfg	Brazil	94
CSB Insurance	APPL OPS	X	X				Andersen	\$4	3	Insurance	Brazil	94
Sky Chefs	APPL OPS	X	X	X			Andersen	\$10	3	Bus Svc	U.S.	94
Fiene's Basement	APPL MGT	X	X				Andersen	\$10	5	Retail	U.S.	94
Florida Power	BUS OPS	X				X	Andersen	\$35	5	Utility	U.S.	94
Delta Airlines	APPL OPS	X	X	X	X		ATT-GIS	\$2,000	10	Transport	U.S.	94
U.S. Navy Com. Cont. Ocean	APPL OPS	X	X	X			CSC	\$13	5	Federal	U.S.	94
U.S. Navy Com. Cont. Ocean	APPL OPS	X	X	X			CSC	\$39	5	Federal	U.S.	94
FEMA - WYO	BUS OPS	X				X	CSC	\$40	4.3	Federal	U.S.	94
American Medical Response	APPL OPS	X	X	X			CSC	\$55	7	Health Care	U.S.	94
AMFUEL	APPL OPS	X	X	X	X		CSC	NA	5	Disc Mfg	U.S.	94
Ford Europe	APPL OPS	X	X				CSC	NA	5	Disc Mfg	U.K.	94
FORD EUROPE Parts & Service	APPL OPS	X	X				CSC	NA	5	Disc Mfg	Europe	94
GE Aircraft Engines	PLAT OPS	X			X		DEC	NA	NA	Disc Mfg	U.S.	94
American Express	APPL OPS	X	X				EDS	\$950	10	Bank & Fin	U.S.	94
South Australia Government	PLAT OPS	X		X	X		EDS	\$800	9	Govt	Australia	94
Moore Business Forms	APPL OPS	X	X	X	X		EDS	\$700	10	Proc Mfg	U.S./Can	94
USTRavel	BUS OPS	Transitional	X	X	X	X	EDS	\$800	10	Trans	U.S.	94
Xerox	APPL OPS	X	Maint	X	X		EDS	\$3,200	10	Disc Mfg	U.S.	94
Pyramid Technology	BUS OPS					X	EDS	NA	10	Disc Mfg	U.S.	94
Campbell Taggart	APPL OPS	X					EDS	NA	1	Disc Mfg	U.S.	94
Hughes Space & Communications	DESKTOP	X			X		EDS	NA	5	Disc Mfg	U.S.	94
Vereinigte Schmiedewerke	PLAT OPS	X					EDS	NA	10	Disc Mfg	Germany	94
Michigan Department of Natural Resources	BUS OPS					X	EDS	NA	5	Govt	U.S.	94
Fresenius	PLAT OPS	X					EDS	NA	2.75	Proc Mfg	Germany	94
Lundon Fog	BUS OPS	X	X	X			EDS	NA	NA	Retail	U.S.	94
Tandem Computers	DESKTOP				X		EDS	NA	5	Disc Mfg	U.S.	94
NY State Dept of Taxation	APPL OPS	X	X				Fleet Fin	\$197	10	Govt	U.S.	94
Comshare	PLAT OPS	X		X	X		Genix	NA	3	Disc Mfg	U.S.	94
Royal Insurance of Charlotte	PLAT OPS/BUS OPS	X	X	X		X	Genix	NA	NA	Insurance	U.S.	94
US Logic	PLAT OPS	X					INET	NA	5	Disc Mfg	U.S.	94
Amtrak	PLAT OPS	X		X	X		IBM-SSC	\$500	10	Trans	U.S.	94
Texas Utilities	DESKTOP					X	IBM-SSC	NA	5	Util	U.S.	94
Greyhound of Canada	APPL OPS	X	X	X	X		SHL	\$27	5	Trans	Canada	94
Alberta Municipal Affairs Dept	APPL OPS	X	X				SHL	\$37	7	Govt	Canada	94
CIBC/Wood Gundy	DESKTOP	X				X	SHL	NA	5	Bank & Fin	Canada	94
AdobeAir	APPL OPS	X	X				SMS	NA	5	Disc Mfg	U.S.	94
Western Farm Credit Bank	APPL OPS	X	X				Systematics	NA	5	Bank & Fin	U.S.	94
Dairy Mart	APPL OPS	X	X				Univis	NA	5	Retail	U.S.	94
Delta Airlines (Reservation Systems)	APPL OPS	X					WORLDSPAN	\$40	1	Transportation	U.S.	94
Gold Coast Beverage	APPL OPS	X	X				ACS	NA	NA	Wholesale	U.S.	93
Yellow Freight	APPL MGT	X	X				Andersen	\$2	3	Transp	U.S.	93
Apple Computer	APPL OPS	X	X	X			Andersen	\$4	1	Disc Mfg	U.S.	93
PRA Solutions	BUS OPS					X	Andersen	\$125	5	Transport	U.S.	93
United Illuminating	PLAT OPS	X					CSC	\$27	10	Util	U.S.	93
Sun Micro Systems	APPL OPS	X	X				CSC	\$27	3	Disc Mfg	U.S.	93
RAET	PLAT OPS	X		X			CSC	\$90	5	Bus Svc	Holland	93
BNS	APPL OPS	X	X	X	X		CSC	\$200	11	Retail	U.K.	93
British Aerospace	APPL OPS	X	X	X			CSC	\$1,500	10	Disc Mfg	U.K.	93
Aust. Mut. Prov. Soc. (AMP)	PLAT OPS	X		X			CSC	NA	10	Ins	Australia	93
Nielsen Information Services	BUS OPS	X				X	EDS	\$400	10	Bus Svc	U.S.	93
Kooperative Forbundet (KF Group)	BUS OPS	X	X	X	X	X	EDS	\$1,100	10	Retail	Swed	93
UK Inland Revenue	APPL OPS	X	X				EDS	\$1,500	10	Govt	U.K.	93
Blue Cross & Blue Shield of MD	PLAT OPS	X		X			EDS	NA	NA	Health Care	U.S.	93
Time Life U.K.	BUS OPS			X	X	X	EDS	NA	NA	Publ	U.K.	93
Southland Corp	PLAT OPS						EDS	NA	10	Retail	U.S.	93
COMMUNITY COLLEGE OF PHILADELPHIA	NET MGT/DESKTOP	X					Genix	\$4	6	Education	U.S.	93
Bordon	PLAT OPS	X					Genix	\$12	5.5	Proc Mfg	U.S.	93

05AA

OUTSOURCING CONTRACT SCOPE

CONTRACT	OUTSOURCE TYPE	PLATFORM	APPLICATION	NETWORK	DESKTOP	BUS OPS	VENDOR	SIZE (\$M)	LENGTH	INDUSTRY	COUNTRY	AWARD YR
The Tran Company	PLAT OPS	X					Genix	\$14	3	Disc Mfg	U.S.	93
United Technologies Automotive	PLAT OPS	X					Genix	\$15	5	Disc Mfg	U.S.	93
Thrifty Drug	APPL OPS	X	X	X			IBM-SSC	\$100	10	Retail	U.S.	93
Southern Pacific RR	APPL OPS	X	X	X	X		IBM-SSC	\$415	10	Trans	U.S.	93
Equifax	PLAT OPS	X		X			IBM-SSC	\$650	10	Ins	U.S.	93
El Camino Hospital	PLAT OPS	X			X		IBM-SSC	NA	NA	Health Care	U.S.	93
Canada Post	APPL OPS	X	X	X	X		SHL	\$1,000	10	Govt	Canada	93
Sunoco	APPL OPS	X	X				Andersen	\$5	4	Proc Mfg	Canada	92
CISA	APPL MGT		X				Andersen	\$6	2.5	Disc Mfg	Argentina	92
Revlon	APPL MGT		X	X			Andersen	\$10	3	Disc Mfg	U.S.	92
Schuller	APPL OPS	X	X				Andersen	\$17	3	Proc Mfg	U.S.	92
SCOR	APPL MGT		X				Andersen	\$1	3	Bank & Fin	U.S.	91
Siderce	APPL MGT		X				Andersen	\$2	3	Disc Mfg	Argentina	91
Vilares	APPL OPS	X	X				Andersen	\$5	3	Disc Mfg	Brazil	91
Stianchem	APPL OPS	X	X	X			Andersen	\$6	5	Proc Mfg	Canada	91
John L. Doyne Hospital	BUS OPS					X	Andersen	\$14	4	Health Care	U.S.	91
AISC	PLAT OPS	X		X			Andersen	\$2	3	Bank & Fin	U.S.	90
Centenary Hospital	APPL MGT		X				Andersen	\$2	3	Health Care	Canada	90
Canada Post	APPL OPS	X	X	X			Andersen	\$2	3	Govt	Canada	90
Mersulex	APPL MGT		X				Andersen	\$7	5	Disc Mfg	Canada	90
Dial	APPL MGT		X	X			Andersen	\$10	3	Disc Mfg	U.S.	90
VHA	BUS OPS					X	Andersen	\$50	10	Health Care	U.S.	90
Sun	PLAT OPS	X		X			Andersen	\$154	10	Proc Mfg	U.S.	90
Maxus	APPL OPS	X	X	X			Andersen	\$17	6	Proc Mfg	U.S.	89
FMI	APPL MGT		X				Andersen	\$25	5	Proc Mfg	U.S.	89

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